Message Text

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ACTION ARA-10

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R 202047Z AUG 76 FM AMEMBASSY BUENOS AIRES TO SECSTATE WASHDC 6802

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E.O. 11652: N/A TAGS: EINV, AR,

SUBJECT: ITT INVESTMENT PROBLEM

REF: BUENOS AIRES 4976

1. STANDARD ELECTRIC/ITT DISCUSSIONS WITH AD HOC HONORARY ADVISORY COMMISSION CONTINUED THROUGH FIRST TWO WEEKS AUGUST, BUT AGREEMENT FINALLY REACHED AND MINUTE OF UNDERSTANDING SIGNED BY CSEA PRESIDENT GABRIELLONI AND MEMBERS OF COMMISSION ON AUG. 16. GABRIELLONI HAD CONSULTED WITH ITT PRINCIPALS IN NEW YORK, INCLUDING ITT PRESIDENT GENEEN AND BOTH ITT AND CSEA SATISFIED THAT THE SETTLEMENT AS FAVORABLE AS COULD BE EXPECTED.

2. GIST OF AGREEMENT IS SETTLEMENT OF AMOUNT OWED TO CSEA FOLLOWING ARBITRARY CANCELLATION IN SEPTEMBER, 1974 OF ENTEL/ CSEA CONTRACT OF MARCH, 1969. CSEA IS TO RECEIVE 14.9 BILLION PESOS, OF WHICH 26 PERCENT IN NATIONAL ADJUSTABLE BONDS AND 74 PER CENT IN GOA EXTERNAL DOLLAR BONDS AT AGREED EXCHANGE RATE OF PS. 2.52 PER DOLLAR. TOTAL COMPENSATION EQUIVALENT TO \$59.3 MILLION AND IS TO BE MADE WITHIN 30 DAYS. IF PAYMENT NOT COMPLETED WITHIN THIRTY DAYS, VALUE OF AMOUNTS STILL DUE IS MAINTAINED BY INDEXING AGAINST NATIONAL STATISTICS INSTITUTE (INDEC) WHOLESALE PRICE INDEX. EMBASSY POUCHING COPY OF MINUTE FOR FURTHER DETAILS.

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3. MINUTE MUST NOW BE APPROVED BY LEGISLATIVE ADVISORY COMMISSION

(CAL) AND THEN PROMULGATED IN FORM OF DECREE. GABRIELLONI CONSIDERS THAT APPROVAL IS NEARLY CERTAIN, GIVEN THE MAKE UP OF THE AD HOC COMMISSION AND CONSULTATIONS WHICH HAVE BEEN GOING ON BETWEEN THE COMMISSION AND THE MINISTRY OF ECONOMY AS NEGOTIATIONS PROGRESSED. AMONG MEMBERS OF THE COMMISSION, IT WILL BE RECALLED, WERE REPRESENTATIVES OF ALL THREE ARMED FORCES, THE PRESIDENT OF ENTEL AND A FOREIGN MINISTRY REPRESENTATIVE.

4. CSEA COMMERCAIL POSITION ALSO BEEN STRENGTHENED BY COPENING UP OF NEW POTENTIAL ORDERS FROM ENTEL, INCLUDING REQUEST FOR PROPOSAL ALREADY SENT TO CSEA FOR SUPPLY OF SWITICHING EQUIPMENT, BID POSSIBILITY ON CABLES AND OTHER MISCELLANEOUS CONTRACTS. IN ALL, GABRIELLONI ESTIMATES THAT, ASSUMING ALL GOES WELL, CSEA BY EARLY IN 1977 NOT ONLY WOULD HAVE ITS CURRENT WORK FORCE FULLY EMPLOYED, BUT WOULD BE HIRING ADDITIONAL PERSONNEL.

5. EMBASSY WILL REPORT IF ANY HITCHES DEVELOP. CHAPLIN

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